

**RECEIVED  
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**DEC 27 2005**

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE**

In re Application of: REN ET AL

§

§ Group Art Unit: 2172

§

§ Examiner: TRUONG, CAM Y T

Serial No.: 09/834,701

§

§ Attorney Docket: REN-01

Filed: April 12, 2001

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For: ADVANCED METHOD AND  
SYSTEM OF AUTOMATIC  
POPULATION AND  
MAINTENANCE OF A WEB-  
BASED DATABASE

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**DECLARATION PURSUANT TO 37 C.F.R. 1.132**

1. AECsoft USA's Total Supplier Management System ("TSMS") and Supplier Diversity Management System ("SDMS") software have unique features including receiving data from an existing customer database; mapping the received data to a web-based database; sending out facsimiles or other communiqué containing temporary access account information to suppliers; and allowing suppliers to use the temporary access account to manage their information.
2. Both TSMS and SDMS contain the features claimed in at least claims 1 and 12 of U.S. Patent Application No. 09/834,701.
3. AECsoft began selling its TSMS and SDMS software at the end of 2001. Neither software package is heavily advertised.
4. As with any new method or software, TSMS and SDMS sales started slow because most customers did not immediately understand the methodology utilized for updating supplier contact information.
5. After the first systems were installed and customers became more familiar with the software and methodology, sales increased rapidly.

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Most of the new customers were introduced to AECsoft through word of mouth.

6. Customers have included the at least the following:

- |                             |                                   |
|-----------------------------|-----------------------------------|
| • Avon Products             | • Marathon Ashland Petroleum      |
| • Boyd Gaming               | • Marathon Oil                    |
| • British Petroleum         | • Minority Supplier Council       |
| • Carlson Companies         | • MWBEnetwork.com                 |
| • Coca-Cola Enterprises     | • Nike                            |
| • The Coca-Cola Company     | • Novartis                        |
| • CORENET Global            | • Port of Houston                 |
| • Delaware Technology Park  | • Schlumberger                    |
| • Duke Energy               | • Securitas                       |
| • Ernst & Young             | • Time Warner                     |
| • FedEx Kinko's             | • Texas Procurement Center        |
| • Gaming Vendor Portal      | • University of Miami             |
| • GSD&M                     | • US Hispanic Chamber of Commerce |
| • Halliburton/KBR           | • Wyndham International           |
| • Houston Community College | • Wynn Las Vegas                  |
| • Kellogg's                 |                                   |

7. AECsoft has spent approximately \$3,000 in advertising since the inception of TSMS / SDMS and generally spends less than \$800 year on advertising which we believe is far less than the percentage of revenues for advertising spent by competitive software companies.

8. I received the attached letter from Coca-Cola Enterprises in the normal course of business.

9. I received the attached letter from Marathon Oil in the normal course of business.

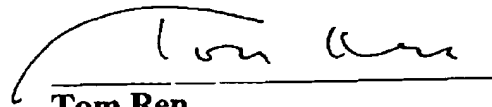
10. Most TSMS and SDMS advertising is through our website, existing customer referrals and testimonials, and trade shows.

11. The market for TSMS and SDMS continues to grow because the TSMS and SDMS software contains unique features including receiving data from an existing customer database; mapping the received data to a web-

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based database; sending out facsimiles or other communiqué containing temporary access account information to customers; and allowing customers to use the temporary access account to manage their information.

I hereby declare that all statements made herein of my own personal knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code, and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.



**Tom Ren**  
**Chairman and CTO**  
**AECsoft USA, Inc.**

Aug-19-05 03:27pm From:CCE - Purchasing

770 989 3082

T-278 P.001/001 F-537

*Coca-Cola Enterprises Inc.*

P.O. Box 723040  
Atlanta, GA 31189-0040

Aug. 19, 2005

Tom Ren  
AECsoft USA, Inc.  
5433 Westheimer  
Suite 925  
Houston, Texas 77056

RE: Total Supplier Management System Software


Dear Tom:

We want to take this opportunity to thank you for the valuable software and services you provide to our company. The software packages offered by the competitors did not offer the automation and simplicity of AECsoft's Total Supplier Management System (TSMS).

TSMS's ability to automatically update contact information from the suppliers without the intervention of our personnel has become invaluable. Our procurement department has been amazed how easily the TSMS system can generate supplier profiles and automatically transmits them via facsimile/email to enable suppliers to modify their contact and other related information.

It is clear that AECsoft understands the challenges associated with managing a large number of suppliers, and has implemented an inventive way to solve the problems associated with large scale supplier management. AECsoft's TSMS makes the process of managing supplier contact information seamless. We appreciate all your efforts to make our supplier management work faster, easier and cheaper.

Very truly yours,

 MARK LIN  
Signature

BEST AVAILABLE COPY

FORMED BY THE COPY FILE  
COPY TO THE COMPANY AND TO THE  
TO THE COMPANY AND TO THE

SUPPLIER DIVERSITY



**MARATHON ASHLAND** Petroleum LLC

539 South Main Street  
Findlay, OH 45840  
Telephone: (419) 421-2228  
FAX: (419) 421-4236

Tom Ren  
AECsoft USA, Inc.  
5433 Westheimer  
Suite 925  
Houston, Texas 77056

Dear Tom:

We want to take this opportunity to thank you for the valuable software and services you provide to our company. The search for supplier management software was very difficult until Tom Ren introduced us to AECsoft's Supplier Diversity Management System ("SDMS") in May 2002. The software packages offered by competitors did not offer the automation and simplicity of AECsoft's SDMS.

Specifically, we chose SDMS as our supplier management system because of the ability to transfer data from our main contact database to your web-based database without compromising the integrity of our main contact database. SDMS's ability to automatically update contact information from the suppliers without the intervention of our personnel has become invaluable. Our Procurement department is amazed how easily the SDMS systems automatically generate temporary accounts and transmits them via facsimile or other communication means to each supplier for their use in modifying their contact information.

It is clear that AECsoft understands the challenges associated with managing a large list of suppliers or other contacts and has implemented an inventive way to solve the problems associated with large scale contact management. AECsoft's SDMS makes the process of managing supplier contact information seamless.

Sincerely,

A handwritten signature in black ink, appearing to read 'Vincent Wiggins'.

Vincent Wiggins  
Supplier Diversity Coordinator  
Marathon Ashland Petroleum LLC

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